



GRAIN

PLANT OPERATION AND MAINTENANCE

PRE-CONVENTION
PROGRAM NUMBER

MARCH • 1940

Hospitably

Inviting You

To Meet With Us

in the

1940 Convention



**TORONTO ELEVATORS,
LIMITED**

Toronto 2, Canada

**The Sarnia Elevator Company,
Limited**

Sarnia, Ontario

Dealers in Grain and Feeds



DO YOU SPEAK OUR LANGUAGE?

IF you've ever noticed, any of the individual professions and trades that a young man of today might choose to stake his future on has a language all its own. When two lawyers come to your house for dinner, you can't understand a word they say. They enter objections and take exceptions. They demurrer and habeas corpus all over the place. Two chemists will oxidize and hydrate and polymesmerize. Accountants tally, pro, and post. Bankers quibble about items in transit.

What is your language? Do you talk about legs and heads, buckets and galleries and slips? Do you face sleepless nights worrying about setbacks, chokes, spills and heating? If you do, then meet the people who worry about the same things. Talk with them. Tell them your experience. Listen to theirs. Learn how other members of the profession are answering the same questions that have perplexed you. Get the latest ideas in your field and use them to your own advantage.

There is much that you can share with us—much with a dollar value, and there is much that we can share with you—if you speak our language. Write to our secretary today for a membership application blank and let him introduce you to the people who will be speaking your language and solving your problems when they meet in Toronto on March 31-April 3.

SOCIETY OF GRAIN ELEVATOR SUPERINTENDENTS

Board of Trade

Chicago, Ill.

EDITORIAL



Hey, Skipper! Set Her for Toronto!

By Percy C. Poulton

Second Vice President, Society of Elevator Superintendents
N. M. Paterson and Company, Limited, Fort William, Ontario

WE'RE all setting sail for Toronto this year. We'll meet at the Royal York Hotel on March 31st to April 3rd. And we're sailing with the tide.

So pack your pea-jacket, lads. Get your traveling kit rolled and bring along a notebook. There's going to be plenty here that you'll want to put down in black and white.

We've got everything lined up for one of the most down-to-earth, stuff-you-can-use meetings that we have ever held. You'll profit by this, and we'll all profit from your contribution. Bring along your ideas as well as your troubles and we'll lay them out on a round table where everybody can take a crack at them.

See you in Toronto!

GRAIN, Board of Trade, 141 W. Jackson Boulevard, Chicago, Ill. Telephone Wabash 3111. A forum for operative and mechanical problems in terminal elevators. Published monthly on the tenth, \$1.00 per year. DEAN M. CLARK, Publisher; JOE MOSEY, Editor; WERNER HAUPTLI, 56 W. 45th Street, New York, Murray Hill 2-8763.

1,800 ACTUAL Bushels Per Hour and UP!

Where Else Can You Get Anywhere
Near That Capacity in One Machine?

You have heard all sorts of claims for the capacity of grain cleaning machines; but what you want is ACTUAL capacity in your terminal or malt house, not verbal capacity in a sales talk.

The ACTUAL capacity on wheat is 1,800 bu. per hour. The ACTUAL capacity on barley is 1,200 bu. per hr.

Several Times as Many
Superiors Bought by
Terminals and Malt
Plants as Any Other
Make. Though
They Cost More
There Must Be
a Reason!

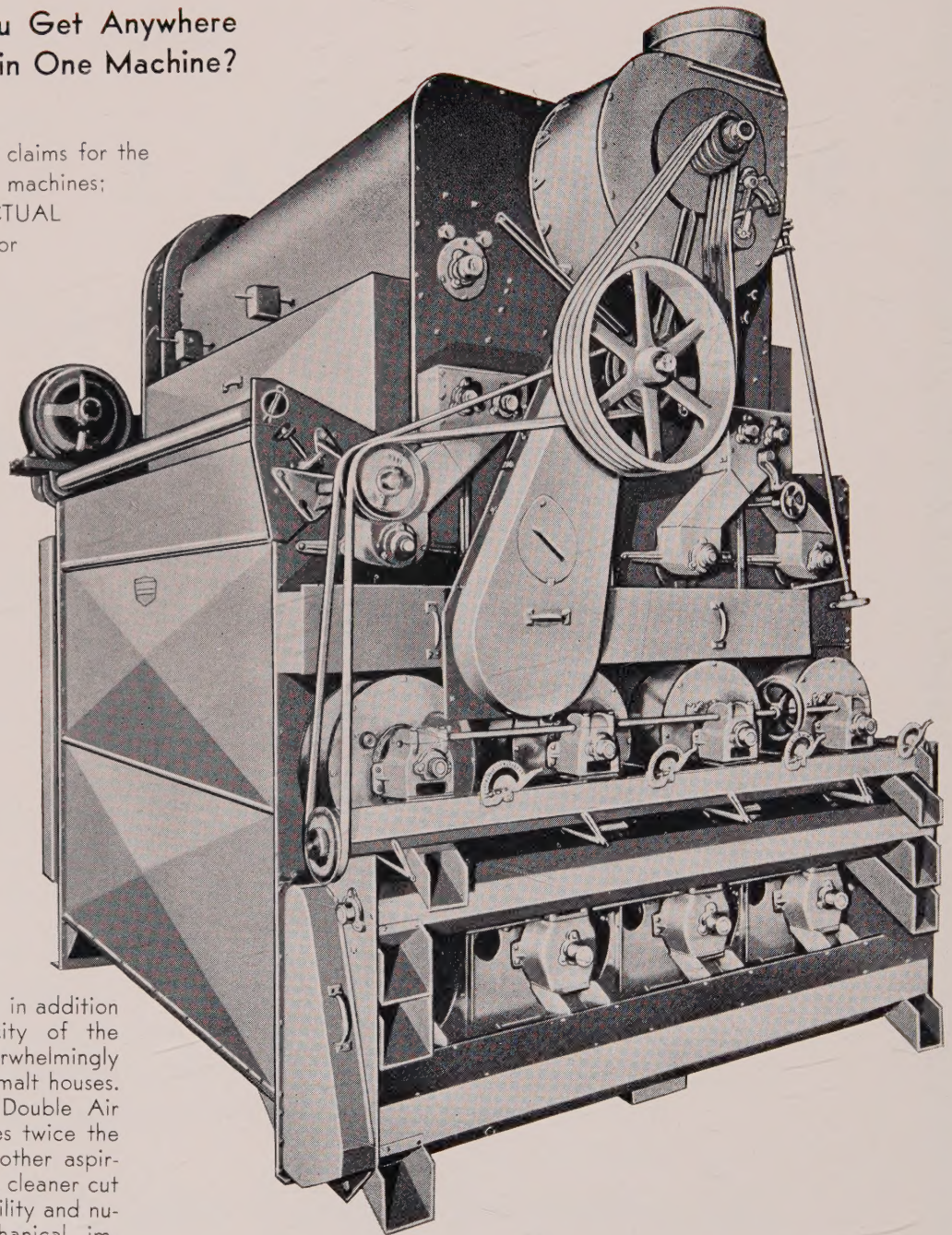
And there are many reasons, in addition to the far greater capacity of the **Terminal 16**, why it is overwhelmingly preferred by terminals and malt houses. Those reasons include the Double Air Duct Aspirator that provides twice the grain spread found in any other aspirator, larger cylinders to give cleaner cut separations, and great flexibility and numerous other recent mechanical improvements.

Those reasons are money-makers, cost-cutters and time-savers for you. To find out, in detail, why the **Terminal 16** has become the favorite of terminal and malt houses in five short years, write for the full story.

SUPERIOR SEPARATOR COMPANY

1179 Fifteenth Ave., S. E.

Minneapolis, Minnesota



Supers Society Will Meet in Toronto for

The 11th Annual Convention

The Stage Is Set For a Model Meeting

TORONTO is preparing for one of the largest Conventions in the history of the Superintendents' Society, according to word received from President T. C. Manning, Uhlman Grain Co., North Kansas City.

Their annual technical program will include pertinent discussions on maintenance, personnel, relations, engineering problems, power questions, drying, dust collection, records and systems of binning, storage headaches, infestation, sampling, inspection, cleaning, grade changes, lubrication, safety, weighing, fire and explosion hazards, circumventing depreciation, cutting shrinkage, designing an addition, insurance requirements, weatherproofing, the shop, signals, leg belt tighteners, air compressing equipment, advantages and disadvantages of level or grades on the service tracks, car pullers, cable troubles and their remedies, and a score of similar kindred problems so important to the successful and profitable operation of any grain or grain products plant.

Royal York Headquarters

"The Royal York Hotel is to be general convention headquarters," reports Vice President Percy C. Poulton, N. M. Paterson & Company, Ltd., Fort William. "Their facilities are superb."

A Milestone in Career

"It would seem that Toronto is going to be a milestone in SGES conventions. Everything is shaping up nicely.

"No one can afford to be absent from the Toronto convention because it seems quite evident that all of the Eastern grain people are getting behind this affair in an amazing fashion from Goderich to Montreal," advises Percy C. Poulton, National Vice President, SGES.

MAKING MONEY FAST

▲ American funds command a 10% premium in Toronto. You never made money faster in your life! Even your wife will tell you that when she gets over in the department stores.

SOCIETY TO BE BANKER

▲ Having funds on deposit at the Royal York Hotel, the Society will serve as "banker" for those wishing to convert their funds into Canadian money. Thus no one will be put to the inconvenience of trotting away off to the bank at home, buying exchange, and having to tote it around beforehand. The Society will give the current market rate of exchange in Toronto, which is much more favorable. Also this will be a much more flexible arrangement for those needing this service and will permit exchanging funds at a moments notice to suit requirements. ALL merchants do not allow full credit on foreign funds.

REGISTRATION FEE

▲ The registration fee this year will include dinner Monday, lunch and dinner Tuesday, and the banquet Wednesday night, only.

MAKE YOUR HOTEL RESERVATIONS TODAY

▲ "Our convention hotel, while the largest in the British Empire, is a mighty busy place," warns Percy C. Poulton, N. M. Paterson & Company, Ltd., Fort William. "Some of those delegates attending last year's convention without reservations were disappointed because they could

not be accommodated with minimum rate rooms. The hotel has set aside fifty rooms at \$3.50 for the first ap-



plying for them. Thereafter the rates are \$4 single, so GET YOUR RESERVATION IN TODAY," he says. Rates for two in a room (single bed for each) start at \$3; three singles in one room at \$2.50.

Coming From All Directions

"Some of our number will be going to Toronto via Chicago, where they'll visit; others are going east very shortly to see hockey matches, and others are vacationing at innumerable points," reports Percy C. Poulton, N. M. Paterson & Company, Ltd., President of the Fort William-Port Arthur Chapter, "so you see our gang will be showing up from scores of directions, BUT we're challenging Minneapolis for mythical honors on the best attendance. We had a Chapter meeting on March 6th. We think we will have a very good delegation when it is considered so many of our elevators are operated in groups."

SO YOU'RE GOING TO DRIVE?

▲ Distances are short to Toronto.

It's only 531 miles from Chicago, 631 from Indianapolis, 562 from Cincinnati, 240 from Detroit, 360 from Pittsburgh, 513 from Washington, 499 from Philadelphia, 516 from New York City, and 586 from Boston.

Roads are good, From Chicago through Sarnia is perhaps the least congested route, and it's scenic, too. The run can be made with a real early start to avoid sunrise congestion in a single day with ease—but the Chicago area traffic is good for an hour's delay at best. Even the darn of stoplights there work twenty-four hours a day. Skipping Detroit helps further. Or you can drive to Chicago, park your car in my back yard, and join the special train party.

Don't be alarmed at gasoline prices in Ontario. Remember they give you an imperial gallon of gasoline, of course.

Toronto Ranks High As a Grain Center

THE City of Toronto, Canada, is honored in being chosen by the Society of Grain Elevator Superintendents as its convention city in 1940. The delegates are assured of a cordial welcome, not only from local members of their Society and those engaged in phases of grain elevator operations, but also from the business men and citizens generally of Toronto with whom they come in contact. Toronto has wide fame as a mecca for conventions, and visitors are greeted with a full measure of hospitality.

Strategically situated on Canada's vast chain of inland grain-freighted waterways, with prominent elevators overlooking a forty million dollar harbor where there is received a cargo of over three million tons per year, Toronto bids for her place in this country's system of grain storage and waterborne transportation. The harbor has been designed to give efficient accommodation to the largest vessels on the Great Lakes as well as to ocean carriers which will pass through a completed Great Lakes-St. Lawrence waterway. Steamship services operating in and out of the port include passenger boats, modern express package freighters and bulk cargo carriers of many types. There are regular sailings to Great Lake points and direct connections by water with ocean services on the St. Lawrence route.

City of Homes

▲ Toronto with its population of 648,000 people is known as a city of homes. Its parks and sites of scenic beauty are always an attraction to visitors. Toronto is Canada's center of business, finance and education. There is located in this city the head offices of innumerable Canadian organizations, associations and societies whose branches and affiliations are dotted almost everywhere on the map of the Dominion.

Outstanding among Toronto's commercial organizations is the Board of Trade, which has played an important part in the city's development. Since the founding of the Board in 1844, ten years after Toronto was incorporated as a city, public spirited business men have made notable contributions through this organization toward the well-being of the community.

Storage and Shipping

▲ Almost since its inception the Board has been concerned with the official inspection of grain, as well as ar-

ranging for the storage and shipping of other commodities. For a number of years the Toronto Corn Exchange was operated under the auspices of the Board and in 1884 was merged with the Board by Act of Parliament. For some years thereafter market operations in grain and produce were conducted. At present members of the Board act as members of the Eastern Committee on Grain Standards and the Grain Appeal Tribunal.

Over the years the Board has exercised considerable influence in the shaping of legislation and the promotion of trade and industry. Canadian commerce has been greatly facilitated by the arduous early efforts of the Toronto Board as will be seen by the fact that it led the movements for the second and the New Welland Canals which have added greatly to Toronto's importance as a lake port and at the same time facilitated her commerce with the mid-continent. For forty years the Board led the movement which was finally successful, for the Toronto waterfront grade separation and the new harbor; successfully advocating as well the formation of the Board of Railway Commissioners, now the Board of Transport Commissioners, which has greatly benefited Toronto's shippers and importers.

The Board maintains for the use of its members attractive facilities, including lounge rooms and reading tables with latest illustrated magazines, and an invitation is extended to the delegates of the Society of Grain Elevator Superintendents' Convention to visit the premises and take advantage of these facilities.

COMMITTEE ACTIVE FOR YOU

▲ The General Convention Committee is striving to make all arrangements for the best convention on record, according to Jack Smith, Sarnia (Ont.) Elevator Co., Ltd., chairman. With him on this active committee are: Messrs. G. L. Parsons, President, Goderich (Ont.) Elevator & Transit Co., Ltd.; Norman Boadway, Collingwood (Ont.) Terminals, Ltd., and Jim Shaw, CPR Elevator, Port McNicoll, Ont. Mr. J. C. Hughson of the Toronto (Ont.) Elevators, Ltd., was likewise scheduled to serve, however, an unfortunate accident has him confined to the sick bed.

Mr. F. T. Carnegie, Secretary of the Toronto Elevators, Ltd., is serving as General Chairman of Arrangements.

Welcome

Looking Forward to
Serving You

THE ROYAL YORK HOTEL

Toronto

Heartiest Greetings to our American
Good Neighbors of the Grain
Elevator Fraternity

GODERICH ELEVATOR AND TRANSIT COMPANY

"Service in Security"

GODERICH, CANADA

THE GREAT LAKES ELEVATOR COMPANY LTD.

OWEN SOUND, ONTARIO

4,000,000 BUSHEL

PUBLIC STORAGE OUR SPECIALTY

N. E. HEELS, Manager

PHONE 188

to the Toronto Convention

THE DOMINION ROAD MACHINERY CO., LTD.

GODERICH — ONTARIO — CANADA

**Marine & General Repairs
Electric Welding**

PARRISH & HEIMBECKER, LTD.

Head Office . . . Winnipeg

**Board Room Facilities at Toronto
in the King Edward Hotel**

—BRANCHES—

**Toronto, Montreal
Calgary, Lethbridge, Edmonton**

With the compliments of

THREE RIVERS GRAIN AND ELEVATOR COMPANY LIMITED

Three Rivers, Quebec

CANADA MALTING CO., LIMITED

**1702 ROYAL BANK BUILDING
TORONTO, CANADA**

MANUFACTURERS OF MALT

Malt Houses and Elevators
at MONTREAL, TORONTO, WINNIPEG and CALGARY

A Complete Grain Service

*Bulk Grains — Screenings — Seed Grains
Feed Concentrates*

Alfalfa and Clover Seeds

**McCABE BROTHERS GRAIN CO., Ltd.
Winnipeg, Manitoba**

Compliments of

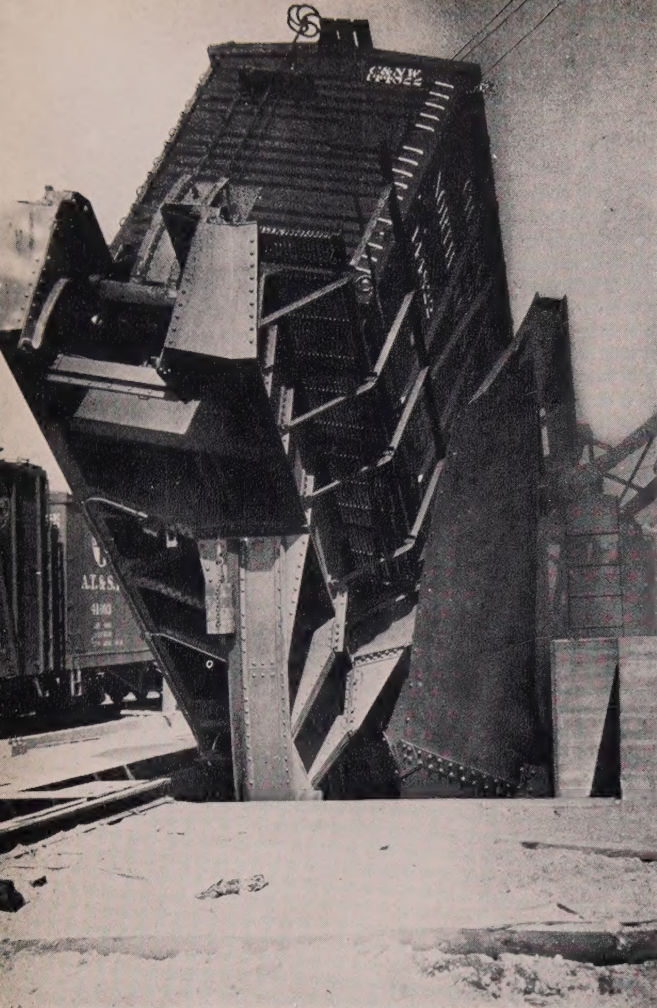
COLLINGWOOD TERMINALS LIMITED

COLLINGWOOD, ONTARIO

Compliments of

The Canadian Pacific Railway Elevator

Port McNicoll, Ontario



Froedtert Grain and Malting Co. Dumper at Milwaukee

SPEED UP UNLOADING

AVOID DEMURRAGE

**ELIMINATE OVERTIME &
NIGHT SHIFTS**

PREVENT DAMAGE TO GRAIN DOORS

with a

**RICHARDSON
BOX CAR UNLOADER**

Guaranteed capacity 10 cars per hour.

Users report that under normal operating conditions they often unload 11 cars each hour—33 cars in 3 hours, 88 cars in 8 hours are some of the reports—

for a labor cost of 29 cents a car!

Unloading grain cars by power shovels is no longer economical for large elevators, transfer houses, or progressive grain dealers, when they can be unloaded by machine at more than 3 times the speed and 1/5 the cost. Labor turn-over is minimized due to healthier working conditions.

Investigate!

MODERN METHODS DEMAND *Speed* and *Economy*

RICHARDSON SCALE COMPANY

CHICAGO

CLIFTON, N. J.

MINNEAPOLIS

WICHITA

NEW YORK

SAN FRANCISCO



Here's the Program for the Convention

SUNDAY MORNING

GET ACQUAINTED SESSION

Registration; Get Acquainted Session.
Sightseeing; Church; Exhibits; Etc.

SUNDAY AFTERNOON

EXECUTIVES' SESSION

(All Members Invited)

Directors' Executive Session.
Standing Committee's Meetings.
Chapter Executives' Meeting.

MONDAY MORNING

President T. C. Manning, Presiding

Registration.
Welcome to Toronto; Announcements—Mr. F. T. Carnegie, Secretary, Toronto Elevators, Ltd.
Greetings from the Association of Operative Millers—Joseph I. Chamberlain, Maple Leaf Milling Co., Toronto, President.
Response—T. C. Manning, Uhlmann Grain Company, North Kansas City, Mo.
President's Annual Report—T. C. Manning.
Secretary's Annual Report—Dean M. Clark, Chicago.
Committee Reports—Auditing, Insurance, Engineering, Membership, Dust Explosion, Safety, Program, Name, and Constitution and By-Laws.
Appointment of New Committees—In addition to the above, Nominations and Resolutions.
Looking at the Grain Trade—Ray B. Bowden, Executive Vice President, Grain & Feed Dealers National Association, St. Louis.

MONDAY AFTERNOON

President T. C. Manning Presiding

Looking Ahead—T. C. Manning, Uhlmann Grain Co., North Kansas City, National President.
The Super Abroad—R. B. Pow, Reliance Grain Co., Ltd., Fort William.
Government Storage of Grain—Paul Christensen, Van Dusen-Harrington Company, Minneapolis.
The Keeping Qualities of Corn in Relation to Moisture Content—Harold Wilber, A. E. Staley Mfg. Co., Decatur, Ill.
Unloading Headaches—G. L. Parsons, President, Goderich Elevator & Transit Co., Ltd., Goderich, Ont.
Exporting Grain Through Saint John—T. C. MacNabb, General Superintendent, Canadian Pacific Railway, St. John, N. B.
Soybean Clinic, Selection for Particular Usages, Storage Problems Processing and Handling Shrinkage (1% Is Unaccounted For)—Louis Ambler, The Glidden Co., Chicago.

MONDAY DINNER SESSION

Vice President Gilbert P. Lane Presiding

Great Lakes Shipping and Its Opposition to the Deep Waterway Project—Captain F. J. Davis, Secretary-Treasurer, Canadian Navigators Federation, Toronto.

TUESDAY MORNING

The Manufacture, Use and Care of Belting—Dunlop Tire & Rubber Co., Toronto.
Plant Inspection Tours—Trips through some of the various ultra-

modern Grain and Grain Processing Plants in Toronto and environs.

Committee Meetings.

TUESDAY LUNCHEON SESSION

Vice President Percy C. Poulton Presiding

Comparative Value of Barley for Feeding—E. W. Crampton, Associate Professor of Animal Nutrition, MacDonald College, McGill University, Ste. Anne De Bellevue, Que. (This presentation will be based upon barley feeding tests conducted in Eastern Canada under the Auspices of the National Barley Committee.)

Grain Cleaning Clinic—F. Maynard Losie, Hallet & Carey Co., Secretary Minneapolis Chapter.

Round Table Clinic on: Shrinkage Due to Handling, Drying and Cleaning; Sampling, Weighing and Inspection; Methods of Estimating Grain Stored in Bins; A Super's Responsibility; Personnel Relations; Infestation, Storage Problems; Maintenance, Lubrication, Waterproofing, the Shop, Car Pullers and Cable Troubles; Washing; Drying; Avoiding Depreciation; Dust Control; Designing an Addition, Signals; and Records and Binning Systems.

WEDNESDAY MORNING

DUST EXPLOSION- SAFETY SESSION

C. J. Alger, Chicago, Presiding

Dust Explosions, Their Cause and Their Prevention—C. J. Alger, Corn Products Refining Co., Argo, Ill., President Chicago Chapter.

Sound Movies on Recent Dust Explosions.

Preventing Accidents and Injuries—W. Dean Keefer, Assistant to the Vice President in Charge of Safety Engineering, Lumbermen's Mutual Casualty Co., Chicago.

Safety Film—(Now being circulated by the Society.)

Presentation of Safety Trophies—Oscar W. Olsen, Chairman, Safety Committee, Globe Elevator Co., Duluth. (Cups for the Annual Safety Contest Presented Through the Courtesy of The Hart-Carter Company, Minneapolis, and the Ben J. Many Corp., Chicago. All-time Safety Trophies Presented Through the Courtesy of the H. H. Robertson Co., Pittsburgh, and the Appraisal Service Co., Minneapolis.)

WEDNESDAY AFTERNOON

President T. C. Manning Presiding

Watts Watt, Electrically Speaking—Gilbert P. Lane, Arcady Farms Milling Co., Chicago, National Vice President.

Power Problem Clinic—H. H. Van Ornum, Hart-Carter Co., Minneapolis.

Committee Reports

Unfinished Business

New Business

Election

Directors' Meeting

New Committees' Meetings

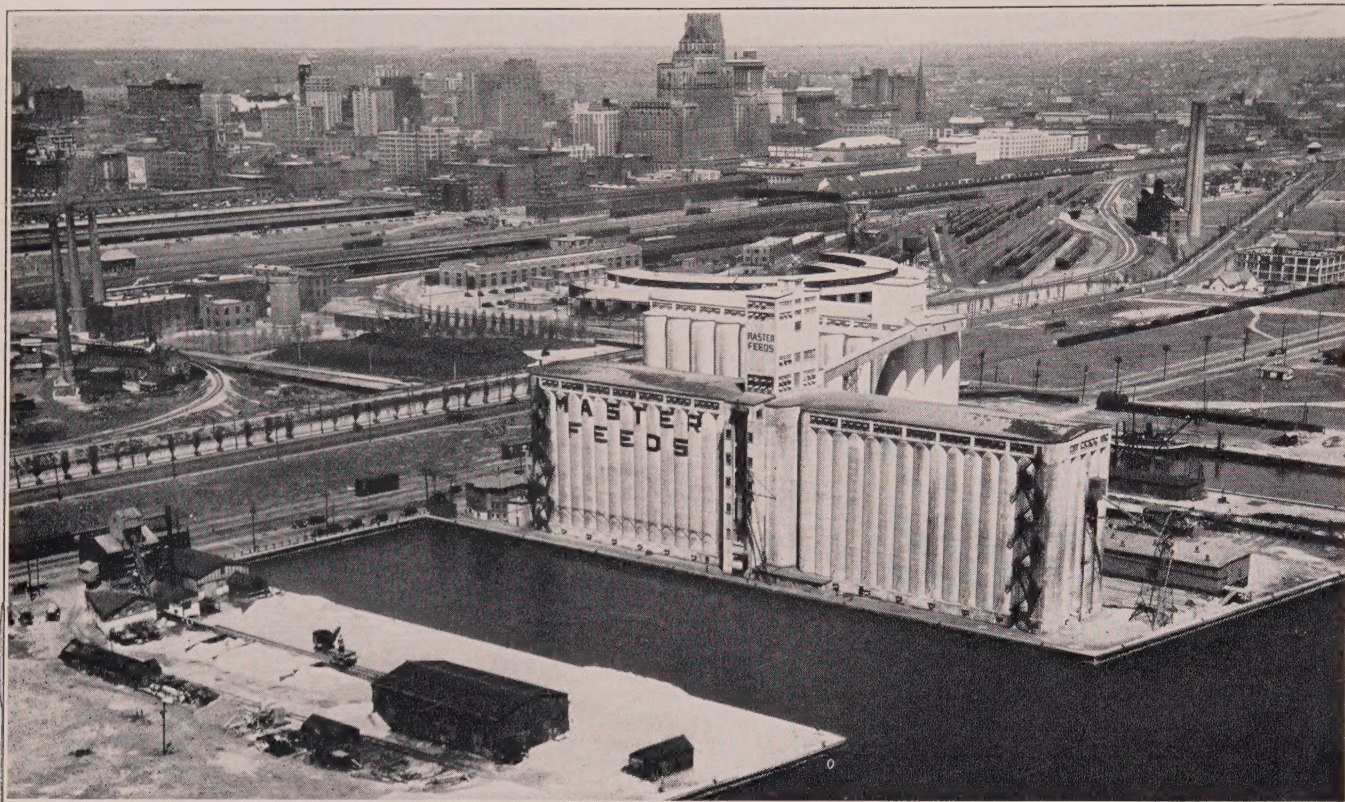
Social Hour

WEDNESDAY BANQUET

ASSOCIATES' NIGHT

Grover C. Meyer, Kansas City, Chairman

Dinner, Entertainment, Dancing—You are invited to be the Guests of The Society's Associate Members for the Evening.



An Air View of Toronto's Largest Grain Plant . . .

TORONTO is most rightly proud of its ultra modern elevators and processing plants. It is quite a grain distribution point, with numerous grain brokers serving in the merchandising end of the industry. Toronto's consumption of grain for its processing plants alone is quite a healthy figure, to say nothing of its storage capacity.

Heading the storage units is the Toronto Elevators, Ltd., with 2,000,000 bushels, which is considered to be one of the finest plants on the continent. The Canada Malting Co., Ltd., trails right behind with a 1,000,000 bushel modern unit. The Maple Leaf Milling Co., Ltd., has a local capacity (with innumerable other plants elsewhere) of 500,000 bushels, while the

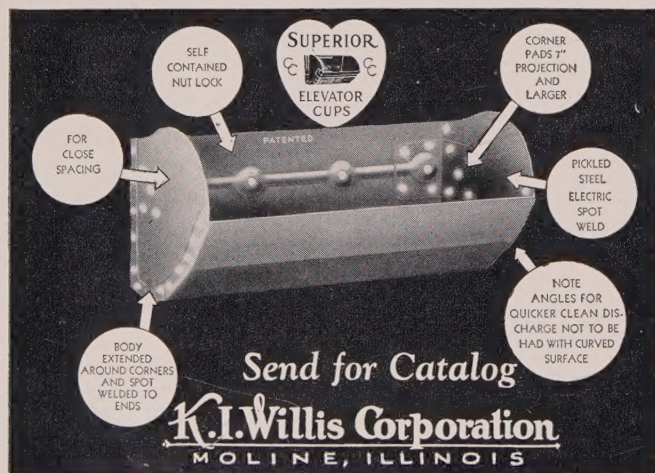
combined capacity of the corn products, linseed, starch and yeast organizations would make up another 1,000,000. Here are some of the larger institutions in the grain and grain processing line,—not including those already mentioned:

Canada Linseed Oil Mills, Ltd.;
St. Lawrence Starch Co., Ltd., Port Credit;
Lakeside Milling Co., Ltd.;
Longworth Milling Co., Ltd.;
Reesors Marmill, Ltd.;
Toronto Buckwheat Milling Co., Ltd.;
Sunsoy Products, Ltd.;
Royal Yeast Co., Ltd.;
Canada Bud Breweries, Ltd.;
Dominion Brewery Ltd.;
O'Keefe's Brewing Co., Ltd.;
Campbell's Soups;
W. & A. Gilbey, Ltd., New Toronto, and
Gooderham & Worts, Ltd.

There are about 200 more units in the above categories of smaller capacities. Toronto's got 'em; so come see 'em!

Souvenirs, Display Material

Those taking exhibition material, souvenirs, etc., to Toronto may learn the necessary procedure from Mr. T. H. R. McNally, Manager of the Toronto Tourist & Convention Bureau, 37 West Bloor street.



BRING YOUR SMOKES

▲ Your favorite brand of cigars and cigarettes costs about two-thirds more in Toronto.



AT THE BORDER

▲ There is absolutely no difficulty to be anticipated at the border, en route to Toronto. The Canadian government has instructed its representatives to continue to see that every facility and courtesy is extended those going to the convention.

Business conditions in the country are better than usual. People are going about their daily work with confidence and assurance.

Hotels are operating exactly the same as usual and there is no difference whatever in the services available.



Omaha Chapter Meets

"We will hold a meeting on Tuesday, March 19th, in Johnny's Cafe in South Omaha," reports Charles F. Walker, Archer-Daniels-Midland Company, Council Bluffs, President of that Chapter. "We're hoping to be able to report quite a number bound for Toronto."



Four Cups to Be Awarded

For the best Safety Record among those entered in the Society's annual contest the Hart-Carter Company of Minneapolis, manufacturers of cleaning and grading equipment, and the Ben J. Many Corporation, Chicago, "weatherproofing" specialists, will each award a cup to the winners of the two classes. Others to complete the year "without a scratch" will be awarded plaques by the Safety Committee, headed by Oscar W. Olsen of the Peavey Duluth Terminal Elevator Company, Duluth, and Clarence Turning, Contest Director.

For the best "all-time" record, in other words, since the last accident on record, two other annual cups will be awarded which were given for a three year contest by the H. H. Robertson Company, Pittsburgh, and the Appraisal Service Company, Minneapolis. This latter contest is open to all members of the Association whether or not they entered the Society's Annual Safety Contest. All that is necessary to compete herein is to send in the total man-hours worked since your last mishap on the blanks recently furnished.



ALLOWED \$100 DUTY FREE

▲ One hundred dollars in purchases may be brought back home with you duty free,—BUT only one bottle.

Founders To Be Feted

These men are to be recognized at the coming Convention as "Founders" of the Superintendents' Association, having been members from the first year forward. The newly formed Club voted to include those joining during the first year of the Society's existence if they become eligible by paying up their delinquent dues.

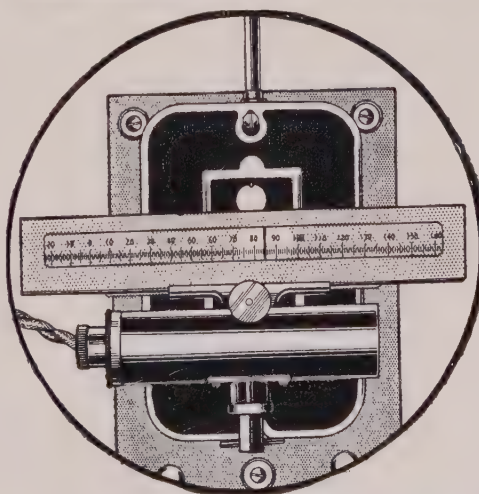
Arvid Anderson, Crowell Elevator Company, Omaha, holds the lowest number of all those present, and consequently presides over their second "fest." Members will, it was voted, dine together at this year's convention. The Program Chairman tells us, however, that this group are to be fittingly honored. They are:

- 10 B. I. Weller, Weller Metal Products Co., Chicago;
- 11 Arvid Anderson, Crowell Elevator Co., Omaha, Neb.;
- 12 Herbert H. Gear, Flanley Grain Co., Sioux City, Ia.;
- 13 E. H. Karp, Farm Credit Administration, Chicago;
- 19 Joseph A. Schmitz, Chief Weighmaster, Chicago Board of Trade;
- 20 O. W. Randolph, O. W. Randolph Co., Toledo, Ohio;
- 29 H. G. Onstad, Chicago;
- 31 John J. Becker, Rosenbaum Brothers, Chicago;
- 40 Oscar W. Olsen, Peavey Duluth (Minn.) Terminal Co.;

- 41 O. B. Roberts, B. F. Goodrich Rubber Co., Chicago;
- 45 Wm. H. Gassler, Rosenbaum Brothers, Chicago;
- 53 Henry Richardson, Richardson Scale Co., Passaic, N. J.;
- 66 Hart-Carter Company, Minneapolis, Minn.;
- 68 Frank L. Neilson, Cargill, Inc., Minneapolis, Minn.;
- 70 H. F. Johnson, Galveston Wharf Company, Galveston;
- 78 George H. Lindburg, K. I. Willis Corp., Moline, Ill.;
- 81 Arthur Keenan, U. S. Rubber Company, Chicago;
- 93 Henry S. Cox, Star Grain Co., Chicago;
- 104 Gilbert Schenk, Weevil-Cide Company, Kansas City;
- 109 E. J. Martin, Norfolk Elevator Company, Norfolk;
- 115 Joseph P. Wilke, Continental Grain Company, Peoria;
- 130 Fred E. Hawley, Norris Grain Company, Chicago.

There are a few others eligible to qualify, and we hope to be able to soon announce them. Mr. Anderson also advises that the eight-year members, and those eligible who bring up their dues in arrears, will be affiliated at next year's convention.

GRAIN STORAGE PLANS—1940



Make provision for a Thermometer System in your elevator and have it installed for security.



Write for our catalogue

ZELENY THERMOMETER COMPANY

542 South Dearborn Street

Chicago, Illinois

58 YEARS EXPERIENCE!

That's Why

**DAY
DUST CONTROL
SYSTEMS**

Are What You Want!

Just as experience in handling grain makes for more efficient elevator operation, so experience in the design and installation of Dust Control Systems makes for more effective results at the least cost.

Day installations are designed, fabricated and installed by experienced men.

In Canada: THE DAY COMPANY OF CANADA, Ltd.

2938
PILLSBURY AVENUE

THE DAY CO.

MINNEAPOLIS,
MINNESOTA

THE PROBLEMS OF APPRAISALS IN TERMINAL PLANTS

By G. L. Patchin

I WILL endeavor to discuss briefly the what, and why, of appraisals, the mechanics of making them and their use, particularly affecting terminal elevators. The first appraisals were made along the turn of the century, when the need for plant records other than book values and original costs became apparent. Since then the field has grown to such an extent that the appraisal engineer has become a recognized adjunct to the insurance man, the accountant and tax expert.

Making an Appraisal

▲ The process of the making of an appraisal may be a trifle vague to some of you. Our men have been accosted in various plants with such remarks as "Gosh! you fellows must know an awful lot to be able to look at everything and put a value on it," or "How do you fellows get your figures—out of the air?" The appraisal engineer does neither of these things. He does not pretend to know any definite price, but he does know how to classify and assemble into a definite form the necessary information. In other words, it is not a case of knowing prices at sight but of knowing how to get the proper information and put it together so that anybody can understand it.

Most of you at some time or another have had some part in making a plant inventory. You go to the boiler room, for instance, list the boilers, pumps, steam engines, or Diesel equipment, perhaps some tables, chairs, lockers, tools and so forth. Did you take into consideration the cost of installing various drive pulleys for instance, the freight on all items from the point of manufacture to your plant, or any of the costs of installation that are usually lost sight of in the usual plant inventory?

It is very true that the boilers and stacks are part of the equipment, but from an insurance viewpoint it is part of the building. They can be insured at the building rate. A man lift is a building elevator and is included with the building. Other building equipment items are lighting, heating, plumbing, sprinklers, etc. In many cases the average plant inventory is a haphazard affair and usually doesn't

Whys and Whats

Since the turn of the century forty years ago, the art of appraising a terminal grain plant has changed so much that it is hardly recognizable. Today making an appraisal is one of the major problems of operating a terminal plant or elevator.

In this article, Mr. Patchin, Secretary of the Appraisal Service Company of Minneapolis, discusses the whats and whys of appraisals; the uses of them and the mechanics of making them. He also points out the particular problems that an accurate appraisal can solve.

consider buildings, and building equipment, which is in many cases a major part of the value; and invariably all machinery, bucket elevators, conveyors, tables, lockers, benches, small tools are all listed together without regard for their locations as to buildings, floors, and as to their classifications according to well-defined groups or mobility. Have you ever tried to list your household furnishings? When you were doing that did you get everything in the household? Did you include the tennis rackets, golf clubs, all the linen and bedding, all the pots and pans? or did you list only the major items, furniture, radio, piano, etc., also, how many of you when trying to make this household inventory have spent considerable time on it and found that the task seemed endless and then given it up as a bad job and called in a trained appraiser, and yet the trained appraiser can detail everything in an average seven-room house in a day's time and the total value of what he misses would not buy you a new hat.

Use Value

▲ Engineering appraisals are made from the standpoint of the going-con-

cern value of property or use value. They are not concerned with sales value, assessed value, forced sale or liquidation value and are only on occasion concerned with the original value. The field of the trained appraisal engineer is sound value to a going concern.

To arrive at a sound or going-concern value the appraiser makes a complete physical inventory of the plant, lists by classifications and describes in detail every machine, conveyor belt, bucket elevators, spouting, power transmission, miscellaneous equipment, not forgetting the cost of installing and the freight from the point of manufacture. The buildings are analyzed by a complete bill of material and by floors so as to locate the value. The appraisal engineer lists, locates, classifies and analyses all component parts of the property. There is no haphazard listing. All machinery naturally falls into one classification and is thus considered by buildings and by floors. Other classifications, such as conveyors, bucket elevators, power transmission; bins, hoppers and spouting, tools and miscellaneous effects and railroad siding, are likewise grouped into their natural divisions and locations.

Conveyors, for instance, are so detailed that the number of feet of each conveyor in each building is shown, so that in case of fire the exact location of the value is known. There may be a variation of fifteen to forty per cent in the cost of different grades of conveyor belting. Thus, we see that an exact description is necessary to properly identify that property in case it may be destroyed by fire.

After the listing of the property has been completed each item is priced on the basis of cost of reproduction new, that is, current market value based on replacement as if like kind and character. Right now we can get into some good arguments. If the machine is a current make the cost of reproduction is quite easy to ascertain as the manufacturer will quote a price at which he will replace the machine. If it is an obsolete model, the replacement cost is based upon the current model which most logically replaces it or that type of

(Continued on page 26)

TWO TICKETS TO TORONTO?

ROUND-TRIP rates for the 11th Annual Convention of the SOGES in Toronto have been announced by the Canadian Pacific Railway from various points in the United States. A party rate for a group of 25 or more traveling together in a coach will provide the most economical form of transportation. On the return journey it would not be necessary for the members of the party to travel together, but the 16 day ticket could not be raised from coach to pullman on the return. From Chicago, for example, the fare would be \$15.35.

Regular round-trip rates from different cities are:

	Pullman	Coach
Kansas City	\$50.60	\$39.20
Omaha, Neb. ...	42.35	40.60
Minneapolis	48.25	47.35
Chicago	29.90	22.65
St. Louis	40.25	33.40
Detroit	13.95	12.05

The charge for an upper berth from Chicago is \$2.70, a lower \$3.95. A compartment for one person is \$7.90 and for two, \$11.05. The best hour for departure from Chicago is 8 P. M., arriving in Toronto at 8:30 A. M.

Managers Particularly Invited

"Owners and Operators and Managers of grain and grain processing plants are particularly invited to attend every session of the Supers' Society," states President T. C. Manning. "We always have a number from this group with us and they participate most generously in our discussions. We'd like to have more of you," he says.

Toronto on Eastern Time

"Toronto is on Eastern Standard Time," Norman Boardway of the Collingwood Terminals, Ltd., Collingwood, cites, "so remember that in figuring arrival and departure times. Ontario is doubtless the biggest province or state on the continent," he says.

AIR LINE SERVICE GOOD

▲ Air line service from many points is excellent, and while it may not be possible to make connections from your home to Toronto direct, remember you can go through Buffalo, too. Via air Toronto is only 700 miles from Minneapolis, 990 from Winnipeg, 810 from Kansas City, 1170 from Houston, 1290 from Denver, 320 from Montreal, 460 from Quebec, 660 from St. John and 750 from Halifax.

ASK THE BOSS TODAY!

▲ "It has come to our attention that some of the very fine gentlemen comprising the membership of the Society are a bit timid about approaching 'the big boss' relative to attending the association's Toronto convention," states President T. C. Manning of Uhlmann Grain Company, North Kansas City, Mo.

"Consider, please, that he wants you to go just as much as you want to go. He realizes that the sessions will result in profitable ideas to the firm. So if he overlooks asking you when you are leaving, just ask him, because the matter has doubtless just slipped his mind momentarily."

ASSOCIATES BALL WEDNESDAY

▲ "According to custom, the Association will be the guests of the Associate members on Wednesday, April 3rd. This unique affair has been found mutually delightful and much less expensive," reports Chairman Grover Meyer, Kansas City, (Mo.) Power & Light Company. "The ladies will participate in this dinner-dance as heretofore. Arthur Osgood of The Day Company, Minneapolis, and H. G. Onstad of Chicago, are others serving on the committee in charge."

JOSEPH E. SEAGRAM & SONS (Limited)

Distillers Since 1857

WATERLOO, CANADA

Distillers

Corn and Rye Grains

TRAIN SCHEDULES

▲ Trains leave for Toronto from the following cities at these hours:

DETROIT—4:55 and 9:30 p. m. and 3:05 a. m.

BUFFALO—8:30 and 11:35 a. m. and 5:45 p. m.

INDIANAPOLIS—4:30 p. m.

CINCINNATI—5:30 p. m.

QUEBEC—6 p. m.

THREE RIVERS—7:45 p. m.

SOREL—8:10 p. m.

MONTREAL—10 p. m.

BOSTON—5:30 p. m.

NEW YORK CITY—8:15 p. m.

PHILADELPHIA—8:25 p. m.

CLEVELAND—11:35 p. m.

NEW ORLEANS—8:30 a. m.

MEMPHIS—7:40 p. m.

WASHINGTON—8:30 p. m.

All others will go through Chicago, from which trains depart over the Canadian Pacific-Michigan Central at 9:45 a. m. and 8 p. m.

Leaving over the Canadian National from Chicago trains depart at 9:40 a. m., 8:00 and 11:00 p. m.

WILL YOUR DUST EXPLODE?

▲ Everyone wonders whether the dust to be found (particularly when the inspector comes around) will actually explode, or whether it will act like that Duluth dust did a few years ago and refuse to perform for the audience.

There's one sure way of finding out! Just bring a sample of it to Toronto and the experts there will soon put on a demonstration with it and give you the answer.

SPECIAL CARS TO TORONTO

THERE seems to be little question but what the Society's special cars to the Toronto convention will fill up well beyond the required minimum of twenty-five delegates each day.

The first special car will leave Chicago on Saturday morning, March 30th, over the Canadian Pacific, pulling out at 9:45 a. m. This special car will be marked suitably so that there will be no question about whether it is the right one or not.

Do NOT buy your ticket before boarding the train. There will be a Canadian Pacific representative on the train both days who will have your ticket with him.

The Sunday train will leave the same time, 9:45 a. m., and the same conditions apply.

Stops at 63rd

▲ Both trains will stop only at 63rd Street on the South Side unless special arrangements are made with your Secretary's Office. Hammond and Gary, Indiana, are both flag stops.

It is not necessary to return from Toronto together in order to obtain the special low-priced party rate of \$15.35 for the round trip in coaches. Your return may be made any time within 10 days from departure. Your ticket, also, cannot be exchanged at Toronto to permit return in Pullmans.

While we are not announcing this as official, we understand that the new coach rates effective at Easter and thereafter may possibly have an effect on the party rate, however this is something that will not be known until "sailing" time.

LEAVE FROM 12TH STREET STATION

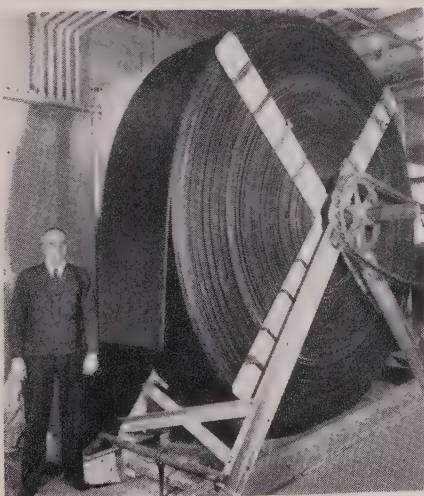
▲ The two special cars leaving Toronto over the Michigan Central-Canadian Pacific on Saturday and Sunday, March 30-31, will depart from the 12th Street Lakefront Station, commonly referred to as the Illinois Central Station. Because of this confusion of names it will perhaps be best to just remember the name "12th Street Station."

Via Buffalo on the Return

A NUMBER have asked whether they could return via Buffalo. The answer is definitely "Yes." To do so, however, it will be necessary to tell the Canadian Pacific representative on the train of this desire at the time you pay him your cash for your ticket. Then he will issue you a special ticket that he has arranged to bring along for \$18.05 for the round trip. In other words, for \$2.75 addition over the special coach rate of \$15.35 you can return home via Buffalo. Returning from Buffalo such tickets will be honored on either side of the lake, i.e., via the New York Central through Cleveland or the Michigan Central via St. Thomas.

For anyone whose plans are indefinite the one-way coach fare of \$11.70 is suggested. The regular round-trip coach rate will, by convention time, be reduced to \$18.

Excursion fares out of Detroit are \$12.05 daily, which tickets will be honored on the special car. Similar reductions apply from many locations.



Makers of Tires; Conveyor, Elevator and Transmission Belting; Fire, Water, Suction, Steam Hose, etc.; Mechanical Rubber Products; "DUNLOPILLO" Foamed Latex Cushioning; Golf Balls, etc.

WELCOME!

As an old Canadian company with many years' pleasant association with Elevator Superintendents from coast-to-coast, Dunlop extends to you all a very hearty welcome.

DUNLOP

TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories — Toronto

Offices in Principal Canadian Cities

Right: Elevator storage bins at Norfolk, Va., in the process of restoration and weather-proofing. The three bins to the left have been protected with a thick layer of our flexible material.



The opposite side of the elevator in the top picture before work was begun. Below: The long loading wharf with the Norfolk & Western elevator in the background.



Do You Advantage of

DO YOU know of any in your grain bins? stop further damage to your continued losses from spoilage.

If the above is true you to put off your Restoration Furthermore, RIGHT NOW preparatory to the move empty bins are always empty.

So, before the Government starts pouring into your p swamps you under, ask the actual condition of your trained engineer — without

JUST PHONE, V

BEN J. MANY CO



Left: A loading wharf just perfectly reconditioned by our exclusive IN-FIL-TRO system.

Take opportunities?

me to stop deterioration
ve ideal weather, you
ucture, and you avoid
your grain!

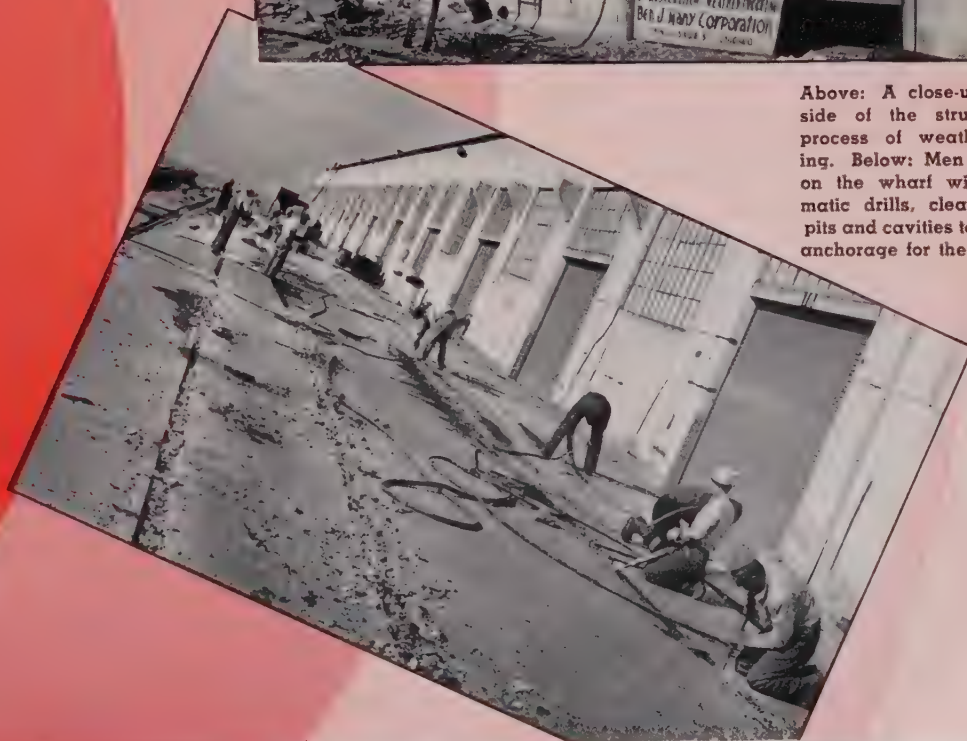
e that it does NOT pay
Weatherproofing work.
oins are being emptied
the New Crop — and
recondition.

ned avalanche of grain
d before the New Crop
etailed investigation of
sical properties from a
ation, of course.

OR WRITE TO



Above: A close-up of the side of the structure in process of weather-proofing. Below: Men working on the wharf with pneumatic drills, cleaning the pits and cavities to provide anchorage for the patches.



PORATION

30 N. LA SALLE ST.
CHICAGO, ILLINOIS

Meet the Crowd in Chicago

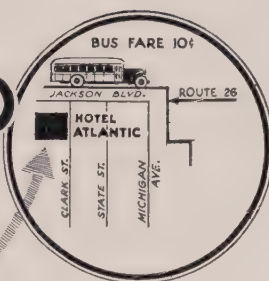
on your way to the

Toronto Convention

You'll find
them all at

THE ATLANTIC

Here's Where to Stay in
CHICAGO
for CONVENIENCE, COMFORT
ECONOMY & REAL
GERMAN COOKING



Make the

ATLANTIC HOTEL

Opposite Chicago Board of Trade
316 South Clark St.

Your Headquarters

Reasonable Rates

Excellent Food

OWNER MANAGEMENT
Ernest Roessler Frederick Teich

HOTEL CLARK ST. NEAR
JACKSON BLVD.

ATLANTIC

LADIES' ENTERTAINMENT

▲ We've been hearing some remarks sifting through the garner about some of the wives planning on attending the Toronto convention using this occasion to catch up on their sleep. Wowie, are some folks going to be disappointed when they read this program of entertainment for the "dears."

Monday morning they will be whisked away for a two hour tour of beautiful Toronto, returning to the hotel to catch their breath and a "spot" of lunch.

Monday afternoon they will spend all of "Papa's" loose folding money on a guided shopping tour, winding up with a tea.

Monday evening calls for a movie or cards.

Niagara Trip Tuesday

▲ And they'd all better get to bed early on Monday night, because bright and early, and we mean eight o'clock, special cars will leave on an all-day trip to and through Niagara Falls—from which they will not return until eight-thirty that evening. Breakfast will be served on the train, luncheon overlooking the Falls will be in the famous General Brock Hotel, and dinner will again be served on the train en route. The ladies will do and see everything in and about the "Falls." And all this for the modest sum of nine dollars each, including \$5 fare, all the meals, all tickets, etc.

Wednesday morning the girls will see what makes a huge 1200 room hotel "tick," going through every department of this spotless hostelry, the biggest and most magnificent in the British Empire.

Luncheon over, bridge for a few hours will absorb their entire attention (and conversation) until time for the pre-banquet festivities.

From all indications this is going to be, contrary to all previous ideas, "ladies' year." Yes sir, "two tickets to Toronto!"

Special "headquarters" accommodations have been arranged for them. Bring your wife along. It'll be no trouble for her to get acquainted.

▲

HOW'S THE WEATHER?

▲ Toronto's weather is swell.

Although Toronto is about as far north as Sioux City—if you know where that is—it is much warmer than even Chicago. As a matter of fact when it was twenty below in Chicago's suburbs it was eight above in Toronto. Even Lake Ontario is NOT frozen over.

But don't bring your bathing suit!

NEW FACES AT TORONTO

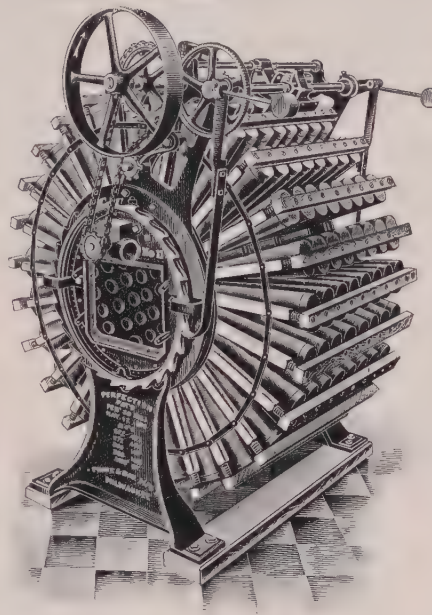
"**H**ERE are some of the new members joining the Society, and it is natural to assume they'll be 'on deck' at the Royal York Hotel," reports Percy C. Poulton, N. M. Paterson & Co., Ltd., Fort William, National Vice President in charge of this work:

- 413 Fred Melberg, W. D. Allen Mfg. Co., Chicago;
- 414 J. E. Grant, Canada Malting Co., Ltd., Winnipeg;
- 415 Bert Armstrong, CPR Elevator, Port McNicoll;
- 416 C. E. Grossman, Union Equity Co-operative Exchange, Enid;
- 417 J. G. Hinthner, Union Equity Co-operative Exchange, Enid;
- 418 Emil Prinz, Prinz & Rau Mfg. Co., Milwaukee;
- 419 Walter Moraw, American District Telegraph Co., Minneapolis;
- 420 Earl Homan, Horner & Wyatt, Kansas City;
- 421 William J. Rice, Standard Milling Co., Kansas City, Kan.;
- 422 Ward E. Stanley, Great Western Elevator Co., Kansas City, Kan.;
- 423 H. S. Probasco, Imperial Belting Co., Kansas City;
- 424 Pat B. Guminger, C&G Brake Lining & Bearing Co., Kansas City;
- 425 C. B. Chinn, Jr., C&G Brake Lining & Bearing Co., Kansas City;
- 426 Roy L. Herod, Langdon Supply Co., Kansas City, Kan.;
- 427 Herbert D. Hart, Bunting Hardware Co., Kansas City;
- 428 E. A. Josephson, Albert Schwill & Co., Chicago;
- 429 C. G. Franks, Albert Schwill & Co., Chicago;
- 430 Earl McDonald, National Refining Co., Gashland, Mo.;
- 431 Eric Matson, Cargill, Inc., Kansas City;
- 432 W. S. Collins, Collins Electric Co., Minneapolis;
- 433 Louis Ambler, Glidden Co., Chicago;
- 434 Vasile Antoniu, Weller Metal Products Co., East Chicago, Ind.;
- 435 William H. Laird, Marsh & McLennan, Minneapolis;
- 436 J. A. Larkin, Moore-Seaver Grain Co., Kansas City;
- 437 A. L. Nealy, Norris Grain Co., Kansas City;
- 438 C. W. Winslow, Norris Grain Co., Kansas City;
- 439 O. E. Kinman, Cargill, Inc., Kansas City;
- 440 P. E. Blodgett, Arcady Farms Milling Co., North Kansas City;
- 441 G. L. Stafford, Mid-Continent Grain Co., Kansas City;

- 442 O. B. McCall, Hart-Bartlett-Sturtevant Grain Co., Kansas City, Kan.;
- 443 Jerry Lacy, Westcentral Co-operative Grain Co., Omaha;
- 444 H. C. Brand, Quaker Oats Co., Cedar Rapids, Ia.;
- 445 G. D. Bowne, Westinghouse Electric & Manufacturing Co., East Pittsburgh, Pa.;
- 446 Lewis Inks, Quaker Oats Co., Akron, O.;
- 447 L. B. Cunningham, Quaker Oats Co., Peterborough, Ont.;

- 448 J. L. Guinan, Loveland Elevator Co., Missouri Valley, Ia.;
- 449 Ben J. Many, Ben J. Many Corp., Chicago;
- 450 Gordon E. Laugen, Archer-Daniels-Midland Co., Chicago, and
- 451 John Andrews, Northland Supply Co., Fort William.

"We are happy to have an interested Superintendent, Owners, Operator or Manager express their interest in our Association," Percy Poulton asks us to say, "and I shall be pleased to have those anxious to progress with us let me know of their interest."



PERFECTION

should be your goal in

DUST COLLECTION

PERFECTION is not too high an aim for the Perfection Dust Collector. It reaches the top in efficiency for the collection of chaff, flour and other extremely fine particles that often have

a recovery value. That's the savings that makes it possible for the Perfection Collector to pay for itself.

The principle on which the Perfection Collector is built permits the free escape of the filtered air around the entire circumference of the collector drum. The capacity of a dust collector depends primarily upon the area of the dust collector cloth contained in the machine. By consulting our tables of sizes and areas, you will easily find the machine that will suit your needs.

The number of Perfection users will witness the efficiency of the machine. Write today for details of styles and sizes. We will be glad to send you descriptive literature on request.

PRINZ & RAU

MANUFACTURING COMPANY
MILWAUKEE, WISCONSIN

Makers of Separators, Graders, Scourers and Cockle Machines

PREFERRED!

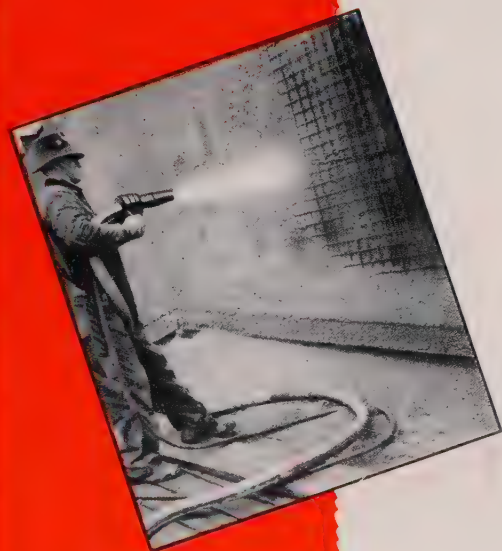


SUPERINTENDENT WILLIAM H. GASSLER SAYS:

"As far as we can determine at this time, the workmanship and materials used on our Calumet Elevator last summer have proven quite satisfactory."

Caulking operations are shown in the center view; at the left the walls are being prepared for our elastic *Surfacite*—which is shown being applied in the view on the right.

Surfacite *Waterproofing*



. . . Preferred because all disintegration and cracks are repaired with GUNITE, which is stronger than concrete, is hard, dense, waterproof with perfect bond to the old concrete.

. . . Preferred because then all surfaces are covered with the soft, elastic material—SURFACITE—many times the thickness of ordinary waterproofing.

. . . Preferred because SURFACITE compensates for movement by a tough elastic hide and with a long-life flexible material bonded to the concrete.

You, too, will PREFER our services after we have gone over your problems, submitted facts, ideas and costs.

JOHN D. BOLTON -- GUNITE CONTRACTOR

20 NORTH WACKER DRIVE

CHICAGO, ILLINOIS

Chairman Carnegie Goes South

Mr. F. T. Carnegie, Secretary of the Toronto (Ont.) Elevators, Ltd., and the one who has been making most all of the important arrangements locally for the eleventh annual convention, is sojourning in Augusta, Ga., but writes: "Will see you all at the convention on my return."

"Steeping" in the West

"It would have given me great pleasure to be with you all again this year, as I appreciate that this Society puts on a very educational and instructive program," writes J. E. Grant of the Canada Malting Company, Ltd., (Winnipeg), from Calgary, where he is this month.

Stop Worrying

"Stop worrying," says Jack Smith, Manager of the Sarnia (Ont.) Elevator Company, Ltd. "When you read that room rates are \$3, \$3.50 or \$4, that really only means \$2.46, \$2.87 or \$3.28 on today's market."

Rejects Proposed Pamphlet

"Our Chapter has studied the second draft of the proposed Safe Practices Pamphlet No. 104, 'Dust Explosions,' and we do not approve paragraphs 6 and 39. There are others which we think should be given further study. Understand the last touches will be put on this document at Toronto," states Maynard Losie, Minneapolis Chapter Secretary.

They're Both Coming

Messrs. E. J. Martin of the Norfolk (Va.) Elevator Company, and N. E. Heels of the Great Lakes Elevator Company, Ltd., Owen Sound, Ont., were recent visitors. Both report considerable interest in the Toronto convention in their sections. They'll be on hand, too, they say. Mr. C. W. Partridge, Secretary of the Association of Operative Millers, Kansas City, was another welcome visitor.

SPECIAL RATE FROM MINNEAPOLIS

▲ Last minute word indicates that the Minneapolis group have sufficient numbers to earn a reduced rail rate from there to Chicago provided they all travel together (only) on the going journey. To get complete details write, wire or phone Secretary Maynard Losie, Halley & Carey Company, 265 Chamber of Commerce, Minneapolis. Last reports indicate a party of over 30 from there, leaving Saturday noon on the Milwaukee Road's "Hiawatha" in a special car.

KEEP YOUR DOGS AND CATS IN SEPARATE CAGES

There's an old Chinese proverb — which Confucius didn't say — that warns against the advisability of raising cats and dogs together. They simply won't mix without disastrous results.

It's the same way with dust and sparks, heat or an electric arc. They won't mix. And keeping these two animals in separate cages means simply getting rid of dust, especially the fine dust that readily suspends itself in the air in explosive concentrations.

ROBERTSON SAFETY VENTILATORS remove the more explosive fine dust from elevator legs by continuous gravity action.

They release pent-up gases and flames in case of an explosion. And they minimize the possibility of a secondary explosion by continuously venting gases and dust.

ROBERTSON CAPACITY BIN VENTILATORS will provide a balanced ventilation for your grain bins. They are guaranteed not to give more than .0026 water gauge resistance and not less than 324% free area outlet vs. stack area.

ROBERTSON PROTECTED METAL makes the ideal siding and roofing for terminal buildings. Its corrugated steel base is protected from corrosion by asphaltic and asbestos coatings. Its service record all over the world is proof that it will last—without maintenance cost.

Write Today For Details

H. H. ROBERTSON CO.

Farmers Bank Bldg.

Pittsburgh, Pa.

MORE THAN DOUBLE INCREASE

THE SOCIETY made gains of 67 new members during the current year, as compared with 28 last year, which, President Manning reports is considered quite a healthy and commendable growth. "Not only that," he points out, "but we have lost fewer members during the current year than previously so that today our membership stands the highest it has ever been outside of a few 'flush' years." And here are the active members responsible for this growth:

- 11 C. J. Alger, Corn Products Refining Co., President of the Chicago Chapter;
- 7 T. C. Manning, Uhlmann Grain Co., North Kansas City, National President;
- 5 William H. Kamp, Ralston-Purina Co., President Kansas City Chapter;
- 4 Fred Pyett, Saskatchewan Pool Terminals, Ltd., Port Arthur, retiring Chapter Secretary;
- 4 Harley J. Hixson, Continental Grain Co., Kansas City;
- 3 Gilbert Lane, Arcady Farms Milling Co., Chicago, National Vice President;
- 3 Peyton A. Kier, Standard Milling Co., Kansas City, Kan.;
- 3 F. Maynard Losie, Hallet & Carey Co., Secretary Minneapolis Chapter;
- 3 Percy C. Poulton, N. M. Paterson & Co., Ltd., National Vice President;
- 2 William H. Gassler, Rosenbaum

- Brothers, Chicago;
- 2 Harry Thoms, Stratton Grain Co., Milwaukee;
- 2 Charles F. Walker, Archer-Daniels-Midland Co., President Omaha Chapter;
- 2 William Deegan, Continental Grain Co., Kansas City;
- 1 James Mackenzie, Three Rivers (Que.) Grain & Elevator Co.;
- 1 Fred Myers, Cleveland Grain Co., Indianapolis;
- 1 Andrew Rankine, Canada Malting Co., Ltd., Montreal;
- 1 Jim Shaw, CPR Elevator, Port McNicoll;
- 1 R. E. Garber, Enid (Okla.) Terminal Elevator Co.;
- 1 E. D. Everett, Great Western Elevator Co., Kansas City, Kan.;
- 1 Russell B. Maas, Screw Conveyor Corp., Hammond, Ind.;
- 1 William Whiting, Sante Fe Elevator Co., Chicago;
- 1 Jack Coughlin, Brooks Elevator Co., Minneapolis;
- 1 Emil Buelens, Glidden Co., Chicago;
- 1 Barney Weller, Chicago;
- 1 George Patchin, Appraisal Service Co., Minneapolis;
- 1 Oscar W. Olsen, Peavey Duluth (Minn.) Terminal Elevator Co.;
- 1 Paul Christensen, Van Dusen-Harrington Co., Minneapolis;
- 1 Hollis Graves, Capitol Elevator Co., Duluth, and
- 1 Fred Sibbald, Grand Trunk Pacific Elevator Co., Ltd., Secretary Fort William-Port Arthur Chapter.

Sign That Card

Enclosed with this number of "GRAIN" is a post card asking for train information and other details important to your Secretary's office, so please co-operate with him and fill same out, mailing card back at once.

To Visit All Non-Members

"Paul Christensen of Van Dusen-Harrington Company, has a committee all lined up to go calling on all prospective members, as we understand that our rival Kansas City Chapter had a great deal of success following this procedure," writes Maynard Losie of the Minneapolis Chapter.

Soy Bean Auto Bodies

Your new automobile may have a soy bean body within a few years, according to reports about the Ford Motor Company's experimental work in this field. Repeated blows of a hammer left no dents nor even marks, which should make wifey's parking troubles a relief for hubby.

Within five years a soy bean crop of 250,000,000 bushels is forecast, compared with the 90,000,000 bushels raised last year.

Check Your Fire Extinguishers

Winter weather is usually pretty hard on the fluid in your fire extinguishers. Certain types have been found to be damaged as a result of the January temperatures, making them completely unfit for use. Examination will restore your fire protection before it is too late.

To New Post

Mr. H. F. Johnson, long a member of the Superintendents' Society, is now Assistant General Manager of the Galveston (Tex.) Wharf Company, according to a recent letterhead.

Industrial Production Off

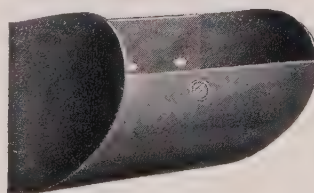
DURING December industrial production was at the highest peak it had ever reached, but since the first of the year a moderate rate of decrease has been observed. The current backlog and the number of incoming orders, however, are sufficiently large to justify the expectation of only a slight decrease during the first quarter of 1940.

THE CALUMET

(Protected by U. S. & Foreign Patents)



**Increased Capacity
Perfect Discharge
Superior Wearing
Quality**



We can also furnish these buckets in a new rustless, non-sparking metal for flour and soft feed. Less than one quarter the weight of steel and at a fraction of the price of standard stainless steel.

We handle a complete stock of Norway Flathead Bucket Bolts and Spring Washers.

B. I. WELLER

SOLE OWNERS of the patent and
SOLE Licensed Manufacturers in the
U. S. under this patent.

220 W. Chicago Ave., East Chicago, Ind. 327 S. La Salle St., Chicago, Ill.

THE STRONG-SCOTT MFG. CO., LTD.
Toronto WINNIPEG Calgary
Licensed Manufacturers for the Dominion of Canada

R. R. HOWELL & CO.,
Minneapolis, Minn.
Northwest Distributors

"SKIP" THE WAR

▲ "Lest we forget," writes President T. C. Manning, "I know that no one will intentionally bring up any mention of the conflict abroad or any of its ramifications. Thank you."

Chicagoans Discuss Pamphlet No. 104

Under the able leadership of Chapter President C. J. Alger, Corn Products Refining Company, and Frank Butt, President of John S. Metcalf Company, the National Safety Council's proposed Safe Practices Pamphlet No. 104, "Dust Explosions," was rejected.

Both Mr. Alger and Mr. Butt have served considerable time on the Dust Explosion Hazards Committee of the National Fire Protection Association and they feel that Code No. 562 with the additions and revisions which it has recently undergone will quite suffice.

In addition to hearing a general sketch of the newly reconstructed Calumet Elevators of Rosenbaum Brothers from Mr. Butt, the Chapter learned the details of the rapidly approaching Toronto convention.

Heffelfinger Speaks

"We had a very successful meeting on February 27th, with 32 out. Mr. Peavey Heffelfinger of the Van Dusen-Harrington Company, gave us a tip-top talk on 'Terminal Elevator Troubles.'

"All hands went up at the query of how many would like to go to Toronto, so I anticipate our Minneapolis Chapter will be able to hold its lead over all others in representation, including (are you listening, Percy Poulton) Fort William-Port Arthur (we hope)."—Maynard Losie.

Meet With Bosses

"Our Chapter will hold a meeting with the bosses on Tuesday, March 17th. We hope we can persuade another 30 to join our group going to Toronto," writes F. Maynard Losie, Hallet & Carey Company, Secretary of the Minneapolis Chapter. "Mr. E. S. Ferguson of the Atlantic Elevator Company, will be our speaker. Mr. J. A. Mull, President of the Chamber of Commerce, is helping us to corral the 'bosses.'"

N.F.P.A. to Meet in May

The National Fire Protection Association, that august body whose codes on dust explosion regulations and adopted by fire insurance groups and

regulatory bodies—including cities, states and provinces—will meet at Atlantic City on May 8-11.

PROGRAM NOT LOCALIZED

▲ "No," says Jim Shaw of the CPR Elevator, Port McNicoll, "the program at the Toronto convention will, just as in the past, be devoted to problems of interest to all of us—and not confined to matters of local interest, as some may believe."

Liked Our "Arrangement"

"Your 'get-up' of the St. Lawrence brief is fascinating in your February issue," writes Mr. G. L. Parsons, President of The Goderich (Ont.) Elevator & Transit Company, Ltd. "With this proposal well to the front in a Federal election to be held in Canada on March 26th, I believe circulation of copies of 'GRAIN' to the grain and milling trade just in advance of our Toronto convention will serve a two-fold purpose.

"Am quite busy just now rolling grain from winter storage vessels through to the Seaboard, but intend to be on the job at Toronto on April 1st to 3rd."

Alger Bank President

Adding to his many deserved laurels, Chester J. Alger of Corn Products Refining Company, Chicago, President of the Chicago Chapter for his second term, was elected President of the Argo State Bank on March 6th. He does not give up any of his other responsibilities while serving in his new post, and expects to be at

Toronto to take a leading role in the Dust Explosion-Safety program on April 3rd.

DIRECTORS, COMMITTEES TO MEET SUNDAY

▲ As in the past, the Officers, Directors (which includes the officially appointed representatives of each of the Society's seven Chapters), as well as all committees (except the nominations and resolutions) will meet on Sunday, March 31st, reports President T. C. Manning.

Eastern Ontario Chapter

"Provided we do not have the opportunity to do so beforehand, we plan to inaugurate an Eastern Provincial Chapter of the Society at the time the Society holds its annual convention in Toronto," states Jim Shaw of the CPR Elevator, Port McNicoll.

Dr. Cotton Talks

"Our Chapter meeting on February 20th was very interesting. Thirty-four turned out to hear Dr. R. E. Cotton, U. S. Bureau of Entomology, Manhattan, Kansas, speak on 'Weevil,'" reports Claude Darbe, Simonds-Shields-Theis Grain Company, Kansas City Chapter Secretary.

ARVID ANDERSON ILL

▲ Arvid Anderson, long Superintendent of the Crowell Elevator Company's elevator in Omaha, has been confined to the hospital for some time. He is not expected to be at the Toronto convention. The boys are all going to miss you, Arvid.

Welcome to Toronto

Be Sure and Think

CALUMET CUP

For maximum elevating efficiency and low maintenance cost.

By reason the Grain Load is more uniformly distributed, ensuring longer life to Belt and less pulsation strain on Driving Mechanism.

Licensed Manufacturers for the Dominion of Canada

THE STRONG-SCOTT MFG. CO., LTD.

Toronto

WINNIPEG

Calgary

THERE once was a man who came to us with a problem that he could not solve.



“I hear,” he said, “that you can cure the kind of insomnia that I have. But

I warn you first, it’s a peculiar sort of a disease.” We weren’t quite sure that the man was in the right office, but we asked him to tell us more. “Well,” he continued,

“I have a building in which many men



spend their days working. These men, it seems, are my responsibility. It is my job to see that each one of them works as safely as is humanly possible, and that each evening he goes home to his family none the worse for his day’s work. But sometimes I am haunted by dreams,



thoughts of what might happen some day to that building in which those men are working. I’ve been lucky. I have never had an explosion in my building

APPROVED BY UNDERWRITERS’ LABORATORIES

POTTER MANUF

6120 North California Avenue

and only one minor fire. But nevertheless, I don't feel

safe. I know that I am  legally responsible for

the welfare of those men, but it's the moral responsibility

that makes me stay awake nights and count sheep



'till morning. What can you do for me?" Of

course, there was something we could do for him, and

within a month after we had explained our POTTER

FIRE CHUTE, he had one installed on his building. His

men tried it out — and they were jubilant. They saw at

once that the POTTER CHUTE was swift and easy to

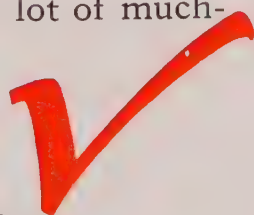
use. It made possible the escape of an injured or panic-

stricken person. It would never become coated with

snow and ice. The men gained a new friendship for

their employer and the employer gained a lot of much-

needed sleep.



WRITE FOR A CATALOG

ACTURING CORP.

Chicago, Illinois

The Whys and Whats of Appraisal . .

(Continued from page 13)

equipment that will be used to replace it.

Cost of Cribbing

▲ Now, I am going to answer a question right here which someone is thinking.

How are you going to ascertain the cost of cribbing in an old elevator that is built of white pine? You cannot even buy white pine today. It is available only for certain uses at prohibitive prices. If we are to figure the cost of cribbing in that elevator the total reproductive cost would be staggering and it is a cinch that if the plant burns it won't be replaced with white pine, in fact, the chances are it won't even be a cribbed elevator. The answer is that we use the cost of Douglas fir as a basis which is figured around thirty dollars a thousand, board measure, as against seven or eight times that amount for white pine. Thus we arrive at a reproductive value that is not excessive and reflects the true value of a cribbed elevator.

Reproductive value is that amount that is necessary to replace as of like kind and character, but how about that old Corliss engine in elevator X? It would never be replaced. Well! Cor-

liss engines are still made. Some industries, notably steam laundries, use them because they have other uses for steam than merely that of power. Generally speaking, they would never be replaced in an elevator but nevertheless, we are able to secure reproductive values on Corliss equipment due to its use in other industries.

Depreciation

▲ The next and perhaps, most important step is the determination of the depreciation. Remember we are after use value, thus, we must not depreciate according to straight line methods. That conveyor for instance, running from the workhouse over the bin section is about twenty years old, they have a good superintendent in elevator X. He believes in plenty of grease and when a bearing goes bad he replaces it. There is practically no wear on the metal portions of the conveyor. Ten per cent per year has been taken on the books, as far as the books are concerned it doesn't exist, yet here it is very much in service. The processes of maintenance and the addition of a new belt on the conveyor makes it now in every respect as good as new, consequently, your total depreciation is purely nominal, assum-

ing that it is perfectly adequate for the needs of that plant.

The actual condition is the major factor in determining depreciation. On what is the remaining life expectancy of the conveyor or of any equipment? The appraisal engineer must be a student of depreciation. He must know these things. He must also give due regard to obsolescence and inadequacy. Supposing the conveyor was too small to handle the work, it is inadequate. Thus, the depreciation is higher. Supposing the construction is such that it won't stand up under high speed, all these factors are important but the most important is condition.

Some types of grain separators are both inadequate and obsolete, yet, they are kept in the elevator to take care of some special work. The depreciation on these must necessarily be heavier. Under no circumstances, except in cases of unused and dismantled machines does the appraiser attempt to approximate second-hand value. The depreciated value shown in the appraisal should never be taken as an index of a second-hand or trade-in value of that equipment.

Maintenance

▲ Excluding the obsolescence and inadequacy factors the amount of depreciation in any elevator is largely determined by the superintendent of the plant. Maintenance is the great retarder of depreciation. Adequate maintenance and good housekeeping increase sound value. A new coat of paint on the outside of the workhouse does not increase the reproductive value but it does increase the sound value. It has removed the normal depreciation from the original paint job as well as increased the sound value of that which it protects. A new conveyor belt does not increase the reproductive or capital value, yet, it has definitely increased the sound value of that conveyor. For this reason adequate maintenance records are most necessary to keep an appraisal up-to-date once it has been made, because the primary object of appraisals is to determine the sound value of the property.

The Use Factor

▲ There is another factor of depreciation—*use*. Some houses are used only as transfer points during the crop movement, others operate the year round. Depreciation in the latter is bound to be greater than in those houses used only a limited time. Two or three years ago we sent out a questionnaire to the superintendents of more than fifty elevators, asking several pertinent questions about length of life of various items of equipment in elevators. We were ad-

Designers and Manufacturers
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EQUIPMENT**
COAL AND ORE HANDLING BRIDGES
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STEAM GENERATING EQUIPMENT
BALDWIN-SOUTHWARK
HYDRAULIC PRESSES

We Invite Your Inquiries

UNITED STEEL CORPORATION
LIMITED

TORONTO . . WELLAND **DODGE** MANUFACTURING DIVISION **CANADIAN MEAD MORRISON** MONTREAL . . WINNIPEG

Here's How and Why to Evaluate Your Plant

vised, for instance, that bucket elevators have a life all the way from five to fifty years. In analyzing this wide divergence of opinion, however, we found that the five-year men were invariably referring to belts and disregarding the leg itself and the fifty-year men were operating seasonal houses.

By deducting the amount of accrued depreciation from the reproductive value we obtain the sound value. Now there are various items of value which are excluded from insurance coverage. These are usually excavations, footings below lowest floor levels, underground piping and in some cases railroad siding. The proper appraisal is made in such a way that these items can be deducted from the sound values, on different portions of the property, thus giving the true insurable value.

All this data which we now have on hand is summarized by buildings and by classifications, one summary showing the total reproductive value, depreciation and the sound value of the entire plant by classifications, another summary shows the sound and insurable value by buildings and by classifications.

Insurance

▲ Now let's see what use we are going to make of all this. The most general use of an appraisal is for insurance. The exact amount of insurance to carry on each specific portion of the property has been determined by the appraisal.

Some properties, it is true, are insured under blanket forms of building and contents, nevertheless, the rate for that policy has been determined by analyses of the values of building and equipment and machinery therein. Your insurance policy states that any loss shall be paid upon the basis of replacement value as of like kind and character less the actual wear and tear, as of the date of the fire. We have arrived at just this value. The detailed technical descriptions in the appraisal is proof of this value. The appraisal has been made by an outside party having no particular interest in the amount of insurance carried, thus consequently, disinterested and therefore acceptable to an insurance adjuster in case of loss. It has been made by expert appraisal engineers who have given a lifetime of study to the proper methods of assembling such information and arriving at depreciation and is, therefore, authoritative. We know that with the ap-

praisal the property is insured for its full use value and is not underinsured.

Co-insurance

▲ Most elevators are insured with an eighty or ninety per cent co-insurance clause in the policy. This means that the owner has agreed with the insurance company to carry insurance to eighty or ninety per cent, as the case may be, of the full value of the property, on return for this he receives a reduction in rate. If he doesn't carry to the full specified amount there are certain penalties attached in case of loss. In some states, notably Minnesota, an insurance company is required by law to pay the full amount of insurance on a total loss, but losses are not complete. Due to modern methods of fire resisting construction and sprinkler systems the average serious loss in an elevator will be only from ten to twenty-five percent of the total value. This means that the co-insurance clause is at once brought into action to determine the degree of the liability of the insurance company. Now, just for illustration, supposing that you assume that the total value of the property is \$100,000. With an eighty per cent clause, \$80,000 worth of insurance on the property would be written. A fire occurs; the damage is estimated at fifty thousand dollars; the adjuster also checks up the total value of the property and determines that \$150,000 should have been the insurable value.

This means that \$120,000 of insurance should have been carried to complete the terms of your agreement with the insurance company. The co-insurance clause reads: the insurance company will be liable for no greater proportion of any loss than the amount insured bears to eighty per cent of the cash value of the whole property as of the date of the fire. You have \$80,000 of insurance, your loss is \$50,000.

On the face of things you are more than amply covered for the amount of loss, yet, according to the terms of your contract you will only collect \$37,500 or 80/120 or 75 per cent of \$50,000. If you are able to prove that your total value was \$100,000 or the appraisal proves it for you, you would collect the full \$50,000. Co-insurance is a very fine thing because it saves the property-owner a lot of money on premiums. The reduction in rate under the co-insurance rate sometimes amounts to as much as fifty or sixty per cent from the straight insurance rate, but it is very important that the values are at all times provable.

Tax Depreciation

▲ Another important use of appraisals has developed in the last few years in setting up depreciation rates under present American income tax rulings, whereby the internal revenue department has required that the depreciation be based on actual life of

(Continued on page 29)

When you are in the market for
WHITE PINE JACK PINE RED PINE
HEMLOCK SPRUCE
Fir — Cedar — Western Pine
B. C. Red Cedar Shingles

Write, Wire or Telephone LLOYDBROOK 2151

GRAIN DOOR LUMBER A SPECIALTY

R. LAIDLAW LUMBER CO., LIMITED

Established 1871

2280 Dundas St. W.

TORONTO 3

**LOOK
WHAT**

SPECIALIZATION HAS DONE!

THE SORT OF ENGINEERING SUPPORT THAT COMES WHEN AN ORGANIZATION CONCENTRATES ON THE CONVEYING AND HANDLING NEEDS OF THE GRAIN AND MILLING INDUSTRY.

Calumet Helicoid offers users the finest continuous flighting on the market. Behind it is the result of years of research and experience in the manufacture of Screw Conveyor, plus a thorough understanding of the conveying needs of the industry. It stands as a beacon light of accomplishment in both design and construction.

Our modern shop cold rolls all sizes up to 12" in diameter, which produces the hard, long-wearing surface which users appreciate. Drop-forged lugs shaped to the same contour of the flight, provide the utmost in supporting strength, augmented by intermediate welds of flights to pipe which prevent buckling. Coupling bolts that cannot work loose to cause damage to box or conveyor complete the assembly.

These are the underlying factors behind the preference for Calumet Helicoid and the wonderful results it offers users. Modernize your old conveying system with "Calumet." It will pay for itself as you use it. Write for prices and dimensions.

**"CALUMET"
HELICOID
SCREW CONVEYOR**



ADVANTAGES APPARENT UPON INSPECTION.

- 1st—Vast improvements in Sectional Flight Screw Conveyor affecting lugs, diameter and pitch of flights.
- 2nd—Improved Elevator Bucket designs.
- 3rd—Improved Elevator Bolts.
- 4th—Improved design of Hangers and Box Ends.
- 5th—Improved Coupling Bolt design.
- 6th—Improved End Thrusts, including new types to provide a complete line.
- 7th—Improvements in Sheet Metal Standards.
- 8th—The ultimate in Screw Conveyor, "Calumet" Helicoid.
- 9th—The "ACE" Anti-Friction Countershaft Box End totally enclosed construction, a most revolutionary improvement in Screw Conveyor Drives.

The above contributions have set new standards for the industry, evidencing the leadership and alertness of "Calumet" engineers in enhancing the art of elevating and conveying equipment.

Screw Conveyor Corporation

707 HOFFMAN ST.

HAMMOND, IND.

SCREW CONVEYORS



ELEVATOR BUCKETS

TRADE MARK REG.

U.S. PAT. OFFICE

Appraisals . . .

(Continued from page 27)

various classifications of equipment and buildings.

In some of the states notably Minnesota, appraisals have been used to a great extent to determine the values as a basis of depreciation for the state income tax law.

Periodic appraisals. Some people have them every year to obviate the necessity of taking plant inventory. The average elevator is far removed from the general offices of the concern that operates it. Detailed, descriptive inventories of everything in that elevator is of invaluable use to the officers, especially the accounting department of that company.

The appraisal often brings to light various items of equipment that are of little use in one plant and can be used advantageously in another. It is protection against petty thievery. One plant after another has reported to us that since their appraisal petty thievery of small tools and equipment has practically stopped.

The appraisal is a warning pointing out needed plant repairs. If the painting on the workhouse of Elevator X has eighty per cent depreciation it is strong recommendation for authorization of that new paint that the superintendent wants and it may even relieve him of the necessity of making such a recommendation, and if he does he has very definite authority backing him up.

Some superintendents have been suspicious that the appraisers have been sent in to check on his management and on him personally. The appraisal engineer makes no reports except those contained in the detail of his appraisal, and he never deals in personalities. If the appraisal report shows excessive depreciation on any item or section of the property it is a warning finger that repair or replacements are needed and rare indeed is the superintendent that can not use these excellent advantage in securing the necessary authorization.

The superintendent should also welcome regular appraisals of his plant because it relieves him of a degree of responsibility in the protection of property dollars. All of which means better records, more property information and accurate and provable values.

▲

Wheat Ground

Wheat ground by 1,045 mills during January, 1940, totaled 39,322,673 bushels, according to the Bureau of Census. This compares with 38,754,767 bushels ground by 1,095 mills a year ago.

Will You Play Host to Weevil?

THE spring months of this year will bring a strong movement of grain from farms to markets. Hundreds of cars of loan crops have been called for and will be shipped before the first of May.

With this grain will come the inseparable traveling companions called weevils. They'll be riding along without a ticket and they'll hold a spring convention in your house if nothing interferes with their plans.

Will you play host to the weevils? Will they wine and dine at your expense? Will they cause your grain to heat and give you headaches enough to last all summer?

They will if nothing interferes with their plans. But Weevil-Cide can cancel all engagements. It can put an end to this bug business. Use the dependable fumigant that is standard in the grain industry. Pour it over the grain stream as it enters your elevator bins. Write today for information.

The Weevil-Cide Company

1406 West Ninth St. — Kansas City, Mo.

Insecticides for the Grain Industry



Portion of Downtown Toronto, Canada

Hospitality Unbeatable

"I hope that you have an exceedingly fine convention at Toronto," writes C. W. Partridge, Secretary of the Association of Operative Millers, Kansas City. "These Canadians are a grand bunch and certainly you all will be extended hospitality that is unbeatable."



SOUND YOUR "A"

▲ Respect for the other man's ideals is what makes lasting friendships. Custom dictates singing the National Anthems at the Convention—and what is to be more prized than friendships. Here they are. Better cut them out and keep them in your pocket:

God Save the King

God save our gracious King,
Long live our noble King,
God save the King:
Send him victorious,
Happy and glorious,
Long to reign over us;
God save the King.

America

My country 'tis of Thee,
Author of liberty,
Of Thee I sing.
Long may our land be bright,
With freedom's holy light,
Protect us by Thy might,
Great God our King.



SO THAT'S THE REASON

▲ "By knowing how other kindred companies have solved the same problems through the Supers' Society," states Vice President Gilbert P. Lane, Arcady Farms Milling Company, Chicago, "it is no longer necessary to try to work out YOUR problems alone. The Supers' Society is the ONLY association of its kind in the field, and you ARE missing something vital if you are not a member. So join today!"

His Meeting Ideas

"I have often thought that the Supers should meet at the same place as the Grain & Feed Dealers Association. That would be more interesting and instructive, as things could be handled on a much larger scale," writes Frank A. Peterson of Norris Grain Company, Baltimore. "Nevertheless, we're all coming to Toronto to get the 1941 convention here.

"Had a close call in being burned out when a large lumber warehouse across the street was totally destroyed on March 2nd. The efficient work of the fire department in keeping a screen of water between us and the burning lumber is the only thing that saved us. Our tile walls were steaming like a tea kettle for over an hour. We have our own fire fighting equipment and it was used to advantage, too.

"Hope the SGES convention will be a grand success. All will find Toronto worth seeing. It is a beautiful city and the people are fine, too."



JIM HUGHSON IN ACCIDENT

▲ James C. Hughson, Superintendent of the Toronto (Ont.) Elevators, Ltd., was in a serious automobile accident and it is doubtful that he will be released from the sick bed in time to attend the convention.



CLOSER CO-OPERATION SUGGESTED

▲ "Would like to suggest that the Toronto convention consider the advantages of closer co-operation between Elevator Superintendents and Milling Superintendents, and I would like to see a joint committee formed between the two groups to work out matters of mutual interest."—Edgar S. Miller, Technical Editor, Milling Production and Associate Publications, Minneapolis.

TOURS CAN BE ARRANGED

▲ Many interested in going up beyond Toronto, invading the grand wilds up north, going up to see the Quints—or over some of those Georgian Bay elevators, will have plenty of time to do so, for it is not necessary to be back at your destination on the \$15.35 ticket before 10 days elapse.



KANSAS CITY TAKES CROWN

▲ The active Kansas City Chapter takes the crown for showing the most substantial increase among the Association's Chapters. The tally reveals the following:

Kansas City	17
Chicago	7
Minneapolis	3
Omaha	2
Fort William	1

This accounts for thirty of the sixty-seven new members, the balance being unaffiliated with any of the Society's units, although, of course, welcome to meet with any of them should they be in the area.



PRESIDENTS OF THE AGES

▲ C. E. Wood, General Superintendent, Baltimore & Ohio Railroad Elevators, Baltimore, Md., Sept. 1, 1930 until his untimely death on Aug. 13, 1931;

E. H. Karp, General Superintendent, Burlington Railroad Elevators (now with Farm Credit Administration), Chicago, to fill President Wood's unexpired term;

A. Benson, Superintendent, Houston Milling Compny, Texas City, Tex., March 30, 1932 to April 7, 1933;

Frank L. Neilson, President, Cargill Warehouse Corporation (now Vice President, Cargill, Inc.), Minneapolis, April 7, 1933 to June 12, 1934;

William H. Gassler, Superintendent, Rosenbaum Brothers, Chicago, June 12, 1934 to April 2, 1935;

Oscar W. Olsen, Superintendent, Peavey Duluth Terminal Elevator Company, Duluth, April 2, 1935 to June 15, 1936;

Henry S. Cox, Superintendent, Star Grain Co., General Mills, Inc., June 15, 1936 to June 16, 1937;

S. S. Orstad, Manager, Federal Grain, Ltd., Fort William, June 16, 1937 to March 30, 1938;

E. J. Raether, Superintendent, Brooks Elevator Company, (now Assistant to Secretary, Chamber of Commerce), Minneapolis, March 30, 1938 to April 5, 1939, and

T. C. Manning, General Superintendent, Uhlmann Grain Company, North Kansas City, Mo., elected April 5, 1939.

NAME CHANGE TO COME UP

▲ "From several dozen we've heard that the name of the Society may possibly undergo a revision this year to more truly express the scope of its membership," reports Jim Shaw of Port McNicoll.

"When Mr. S. S. Orstad was President he brought in a report recommending The Grain Elevator & Processing Plant Superintendents."

THAT CAR SHOVEL MAN THERE?

▲ Will that car-shovel man, Ed Frauenheim of Buffalo, bring over pictures of his new, fast rig this year? Who can tell, but lets hope he does. Jack Coughlin of Minneapolis likewise has some good ideas.

Shaw Canvasses East

Jim Shaw has just returned from quite an extensive trip throughout the East and reports convention enthusiasm is at a most gratifying pitch.

Pre-Convention "Pep" Session

"The Kansas City Chapter will hold a joint meeting with the Managers on Tuesday, March 26th, at which time," advises National President T. C. Manning, Uhlmann Grain Company, "we shall know more of the big influx of delegates out of this market to Toronto. Understand there are some coming from beyond, too."

"Note that our Canadian friends are moving everything possible to make this convention a success and I feel that it will be so."

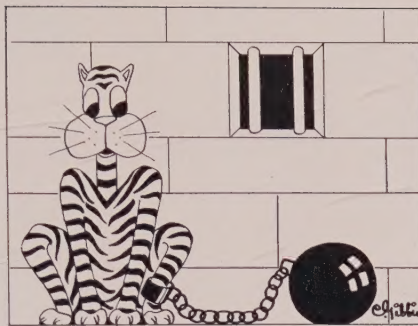
Good Wishes From Sydney

"Please convey my regards to those whom I have met when you hold your convention in Toronto," writes Mr. L. S. Harrison from Sydney, Australia.

Mr. Harrison, who is now Wheat Commission Manager of all Government Grain Elevators, toured the world a few years ago inspecting elevators on this globe of ours.

Baltimore to Send Four

"All the Baltimore folks are anxious to have the Superintendents see their export activities next year and to that end Mr. A. A. Keller of the Western Maryland, Mr. W. H. Weems of the Pennsylvania, and Mr. Frank A. Peterson from the Norris Elevator, plus good ol' Bill Feemster, will doubtless be at Toronto," advises William H. Parker of that city.



SNOOPER

THE BOILER ROOM CAT

"An air-tight alibi is a fine thing to have in court—but, keep your house well aired when in operation."

OUR NEW CARTOONIST

▲ Gibson Franks, Foreman of Albert Schwill and Company's two elevators in Chicago, has prepared a series of cartoons labelled "Snooper, the Boiler Room Cat." The first one of this series is printed this month. Concerning his connection with the grain industry, Mr. Franks writes:

"I suppose that I came about it honestly and naturally enough. My brother, Richard Franks, who is with Standard Milling Company, and I make the third generation in the game away from the farm."

"I went to work for the Rosenbaum Grain Company after leaving the University of Illinois in 1930. I worked first in the Rock Island house and later moved to the Northwestern elevator where under the influence of 'Big Bill' Whiting I spent about six years absorbing grain handling into my skull, I hope."

"After two years with Archer-Daniels-Midland I came to Albert Schwill and Company. Here, in the capacity of Foreman of their two elevators, I am still finding out that one never knows all about this game in which we are all engaged. The handling and processing of grain keeps on producing new problems, but I believe that these new problems are being met and solved in a manner that leaves little doubt about the continued success of the industry."

New Avalanche Coming

Much government loan wheat is to be pooled and sold soon by the CCC, according to recent advices.

SPECIAL RATES FROM LAKEHEAD

▲ Special excursion rates will be available in the Provinces, according to railroad authorities, for the Toronto convention. Or at least there will be some reduced fares for hockey games which can be used.

THE RECORD

▲ The Supers' Society has held conventions at the following places:

Sept. 1, '30, Sherman Hotel, Chicago;

April 6-8, '31, Sherman Hotel, Oct. 12-14, '31, Rice Hotel, Houston, Tex.;

March 28-30, '32, Sherman Hotel, Chicago;

April 3-7, '33, Sherman Hotel, Chicago;

Feb. 10-12, '34, Statler Hotel, Buffalo;

June 8-11, '34, Sherman Hotel, Chicago;

March 30-31, April 1-2, '35, Schroeder Hotel, Milwaukee, and Sherman Hotel, Chicago;

June 12-15, '36, Hotel Duluth, Duluth, and Hotel Nicollet, Minneapolis;

June 14-16, '37, Royal Edward Hotel, Fort William, and Prince Arthur Hotel, Port Arthur;

March 27-30, '38, Hotel Kansas Citian (now the Continental), Kansas City, Mo.;

April 3-5, '39, Hotel Pfister, Milwaukee, and

April 1-3, '40, Royal York Hotel, Toronto.

EACH DIRECTOR TO TALK

▲ Each Officer and Director of the Supers' Society has gone on record as promising a talk at Toronto. That's one of the "joys" of being a director, it seems.

Harry Thoms in Hospital

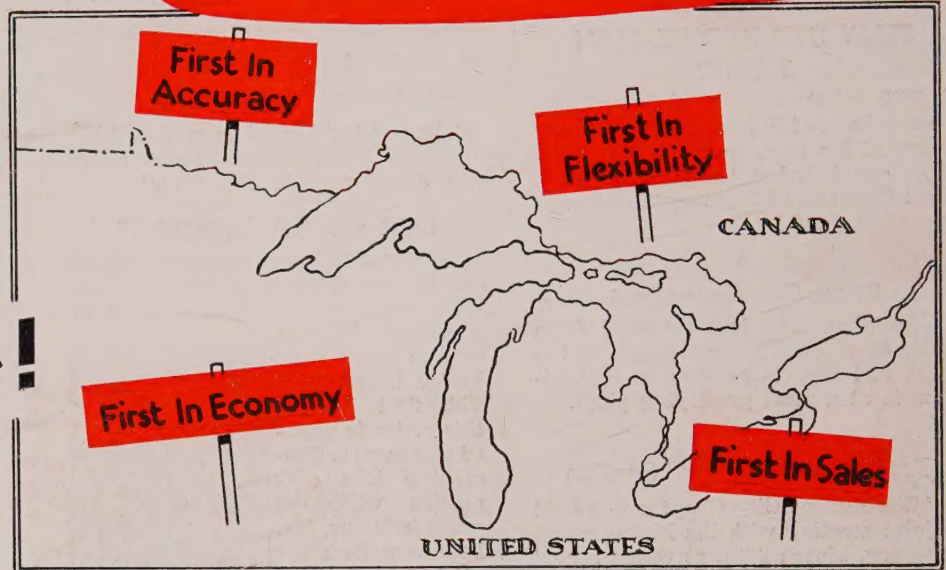
Word has just reached us that Harry Thoms of Stratton Grain Company, Milwaukee, general chairman of last year's annual convention, is confined to the hospital and will be unable to be at Toronto.

LOOKING FOR PASSENGERS?

▲ Should anyone planning on attending the Toronto convention via automobile wish to pick up a passenger or so, just write to the Society's Secretary, Board of Trade, Chicago.

LEADING THE FIELD—

**On Both
Sides of
the Line!**



HART-CARTER Equipment Consistently Outsells All Other Grain Cleaning Machinery

Wherever grain is cleaned in the United States and Canada, you will find that Hart-Carter machines are doing a lion's share of the job. For years, they have been consistently outselling all other makes of grain cleaners and separators. This outstanding

leadership in sales is based on outstanding leadership in value. Practical grain men have compared different grain cleaners—from the standpoint of costs, performance, profits—and have rated Hart-Carter Separators first in accuracy, in capacity, in flexibility. They clean more bushels more thoroughly at a lower cost. They combine unusual ease in handling with a wide range of usefulness, yet require little attention on the part of the operator. They offer long years of dependable service with little upkeep, few repairs. Whether you prefer straight cylinders, discs, or discs and cylinders combined, you will find in the Hart-Carter line a machine that exactly fits your requirements.

WELCOME

**Grain Superintendents
To the 11th Annual Con-
vention at Toronto**

A cordial greeting to all attending the 11th Annual Convention of the Society of Grain Superintendents! The best of luck on your 4-day stay in Toronto!



HART-CARTER CO. • HART-EMERSON CO., LTD.

Minneapolis, Minnesota, U. S. A.

Winnipeg, Manitoba, Canada